

# Local Market Update through February 2015

A Research Tool Provided by the Staten Island Board of REALTORS®, Inc.



## Heartland

Includes data from Willowbrook, Manor Heights, Bulls Head, New Springville, Heartland Village, Travis and Latourette

**+ 0.9%**

**- 35.2%**

**- 1.6%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

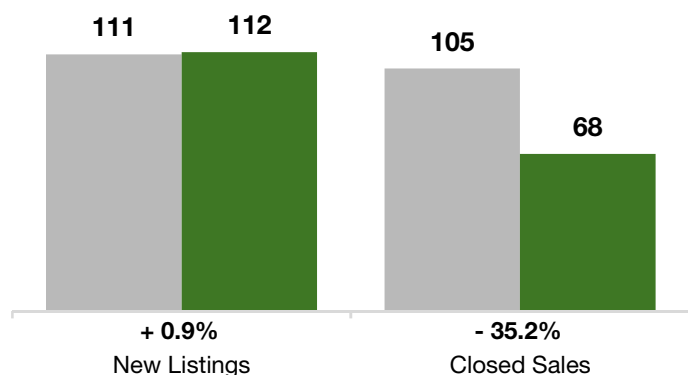
### Year to Date

	Last 3 Months			Year to Date		
	Thru 2-2014	Thru 2-2015	+ / -	Thru 2-2014	Thru 2-2015	+ / -
New Listings	111	112	+ 0.9%	88	80	- 9.1%
Pending Sales	85	97	+ 14.1%	47	69	+ 46.8%
Closed Sales	105	68	- 35.2%	74	39	- 47.3%
Lowest Sale Price*	\$150,000	\$100,000	- 33.3%	\$150,000	\$100,000	- 33.3%
Median Sales Price*	\$395,000	\$388,500	- 1.6%	\$397,450	\$375,000	- 5.6%
Highest Sale Price*	\$837,500	\$825,000	- 1.5%	\$700,000	\$825,000	+ 17.9%
Percent of Original List Price Received*	93.0%	94.1%	+ 1.2%	93.0%	94.1%	+ 1.2%
Inventory of Homes for Sale	197	175	- 11.3%	--	--	--
Months Supply of Inventory	5.3	5.4	+ 1.6%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

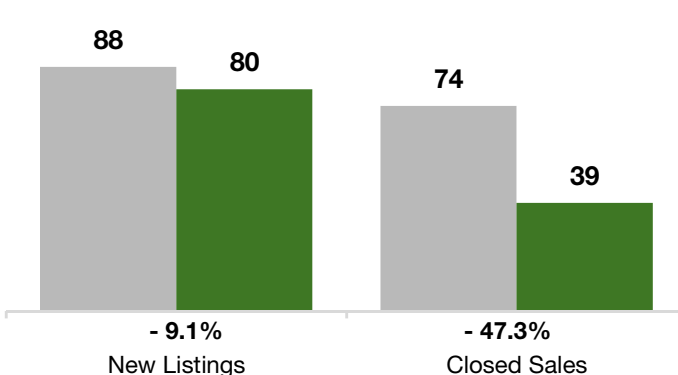
### Last 3 Months

■ Thru 2-2014  
■ Thru 2-2015



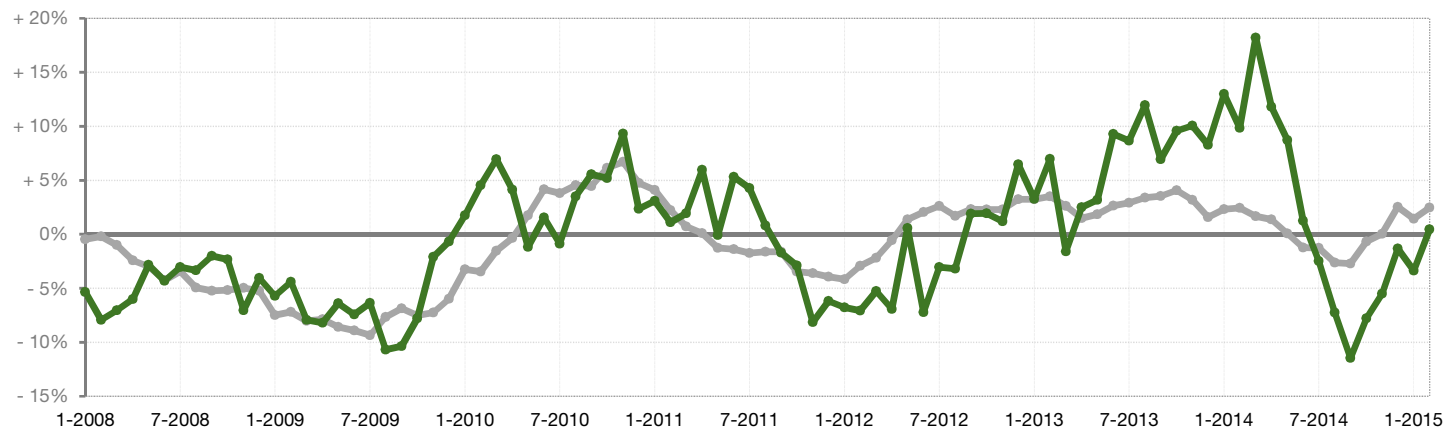
### Year to Date

■ Thru 2-2014  
■ Thru 2-2015



### Change in Median Sold Price from Prior Year (6-Month Average)\*\*

All MLS —  
Heartland —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of March 2, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.